



Specialized Purchasing Consultants

1491 East Side River Road

Dummer, NH 03588

(800) 750-1538

www.spccopypro.com

2016-2017 Annual Report

Year - End Photocopier Analysis

With projected costs for 2017-18

Cheryl Fournier
Eko "qh" Biddeford
205 Main Street
Biddeford, ME 04005



Specialized Purchasing Consultants Corp.
Serving Maine & New Hampshire since 1988

Ugr vgo dgt 2017

Skip Tilton
President

Corporate Office:
PO Box 190
Gorham, NH 03581
(800) 750-1538
(866) 281-7596 Fax

Cheryl Fournier
Ekq "qh" Biddeford
205 Main Street
Biddeford, ME 04005

Dear Cheryl:

VISIT US ON THE WEB:
www.spccopypro.com

On behalf of all of us at Specialized Purchasing Consultants, thank you for your continued confidence in us. Our relationship is **now 16 years strong**, and we hope that your trust in us and this relationship will continue for many years to come.

The following Annual Report provides an overview of last year's reprographic equipment usage and status. Recommendations are included based on usage and remaining life expectancy to address potential problem areas. This will help to avoid needless down time and improve equipment reliability.

Every year we strive to improve or enhance our services to save our clients time, money, and effort. For the past number of years, numerous new features have been implemented to benefit our clients such as Simplified Billing, FMAudit automated meter reading, STARDoc and IT Asset Management. We hope you have found these services to be beneficial and time-saving. We are very pleased to offer these services at no additional charge.

During our meeting with you to review this report, we would like to take some time to review our current services and discuss how these are being utilized in your district. We also welcome suggestions for improvement to enhance your experience with SPC.

Again, we appreciate the opportunity to continue to provide you with the best possible pricing, service, and equipment. If you have any questions or are in need of more information, please let us know.

Sincerely,

Skip Tilton
President

Table of Contents

The SPC Team...	3
Equipment Health Status	4
Aging Equipment Summary	5
Warranty Replaced Machines	6
Annual Black Volume by Building	7
Annual Black Volume Overall	8
Annual Color Volume by Building	9
Annual Color Volume Overall	10
Color to Total Volume Percentage	11
Usage Profile for Service & Supplies	12
SPC Service & Supply Cost Savings	27
Projected Equipment Costs by Building - Black	28
Projected Equipment Costs by Building - Color	29
Service & Supply Usage Profile by Vendor - Black	30
Service & Supply Usage Profile by Vendor - Color	31
Reprographic Equipment Assessment	32
Leased Equipment	33
Owned Equipment	34
Service and Supply Contract - Client	35
Warranty	36
StarDoc User Names	37
StarDoc History	38
StarDoc Benefits	39
Top Benefits to our CLIENTS	41
Overall Benefits to our VENDORS	42

The SPC Team...

would like to personally thank you for your continued trust and confidence!

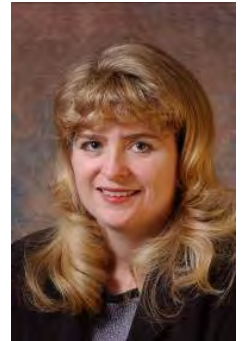


Skip Tilton, President

Billie Jo Tilton, Vice President

As co-founders of SPC, Billie Jo and I are very proud of our team of professionals. The concept of group purchasing to save millions has grown since 1988 into providing over 16 different managerial services that increase reliability and extend the life of your equipment. However, none of this would have been possible without the loyalty of our clients, many of whom we have assisted for more than 20 years! Together, we have realized the lowest prices

possible while improving the quality of your service and equipment, as well as providing ways to increase your equipment reliability and the ability to monitor and track usage variations throughout the year to keep your costs under control.



Jessica Paradis

Accounting Coordinator

As the new accounting director for SPC, my focus is to ensure transactions are handled with importance, accuracy, and timeliness. My goal is for all communication, with client or vendor, to be satisfactory for all parties. I am

excited to be part of this team, and I am available to answer any billing or contract questions you may have.

Alex Webster

Operations Manager

My top priority is ensuring that our clients receive the absolute best customer service possible. Whether you have a question about your SPC STARDoc site, an upcoming upgrade or your existing equipment, I am here to answer any questions you may have. I am very excited about the new features that we have on STARDoc. We are now able to offer *at no additional charge to our clients* features that normally cost thousands of dollars.



Pam Weed

Client-Vendor Relations

It is always my goal to ensure a good working relationship between clients and vendors. This applies to billing, upgrades, equipment reliability, and everything in between. I am available to assist you with smooth transitions and quick resolutions.

Joel Heffernan

Implementation Specialist

With over 40 years of experience in the copier/printer industry, I am able to deliver knowledgeable assistance before, during, and after equipment changeover. I am available to our clients to address any concerns they may have and to assure our clients have a pleasant experience with SPC.



Robert Dutil

Director of Information Technology

I work behind the scenes to keep everything running smoothly. I appreciate SPC's honesty, work ethic and loyalty, and it is my goal to make sure SPC has the tools it needs to continue improving their technology to better serve their clients and to be as productive as possible. By doing this, our clientele has the ability to monitor their assets and keep their costs down. I am excited about what the future holds for SPC and our clients.

Equipment Health Status

Total Number of Machines:	32
Total Black Photocopiers	5
Total Color Photocopiers	16
Total Black Network Printers	9
Total Color Network Printers	2
Total Removed from Service:	1
# of Units OFF Warranty:	1
# of Units Approaching End of Warranty:	10
# of Units Overused:	0
# of Units Underused:	0
Commencement Date:	8/2/2015
# of Annual Payments Left on Lease	3
All Warranties and Service Contracts Expire:	6/30/2020
SPC's FM Audit Print Management Software Loaded	Yes
Printer Contract Signed	Yes

NOTE: When a machine goes off warranty, it does not mean that the service contract expires. It simply means that if a replacement machine becomes necessary, it may not be at "no charge."

Dear Cheryl,

There are 10 machines that are getting up there in age. These were printers that were carried over from your previous lease and the City Owns the machines. I would not try to address them this year as they are under the same warranty as the rest of the equipment in the district. I would definitely continue to pay down your principal on your capital lease.

It is important to not ignore machines that are being overused or underused. In your case, we are happy to notify you that you have 0 machines being overused and 0 machines being underused. One of our jobs is help flag these kinds of devices so that you can maximize your capital investment as well as minimize the cost of operation on your service contracts.

Sincerely,
Skip

Aging Equipment Summary

The following equipment is seven or more years from the date they were first offered for sale by the manufacturer. This is a major factor because availability of parts, cost of operation and warranties all become diminished at 10 years from the Date of Introduction. Usage, age, and service history need to be considered to see if they are due for replacement soon.

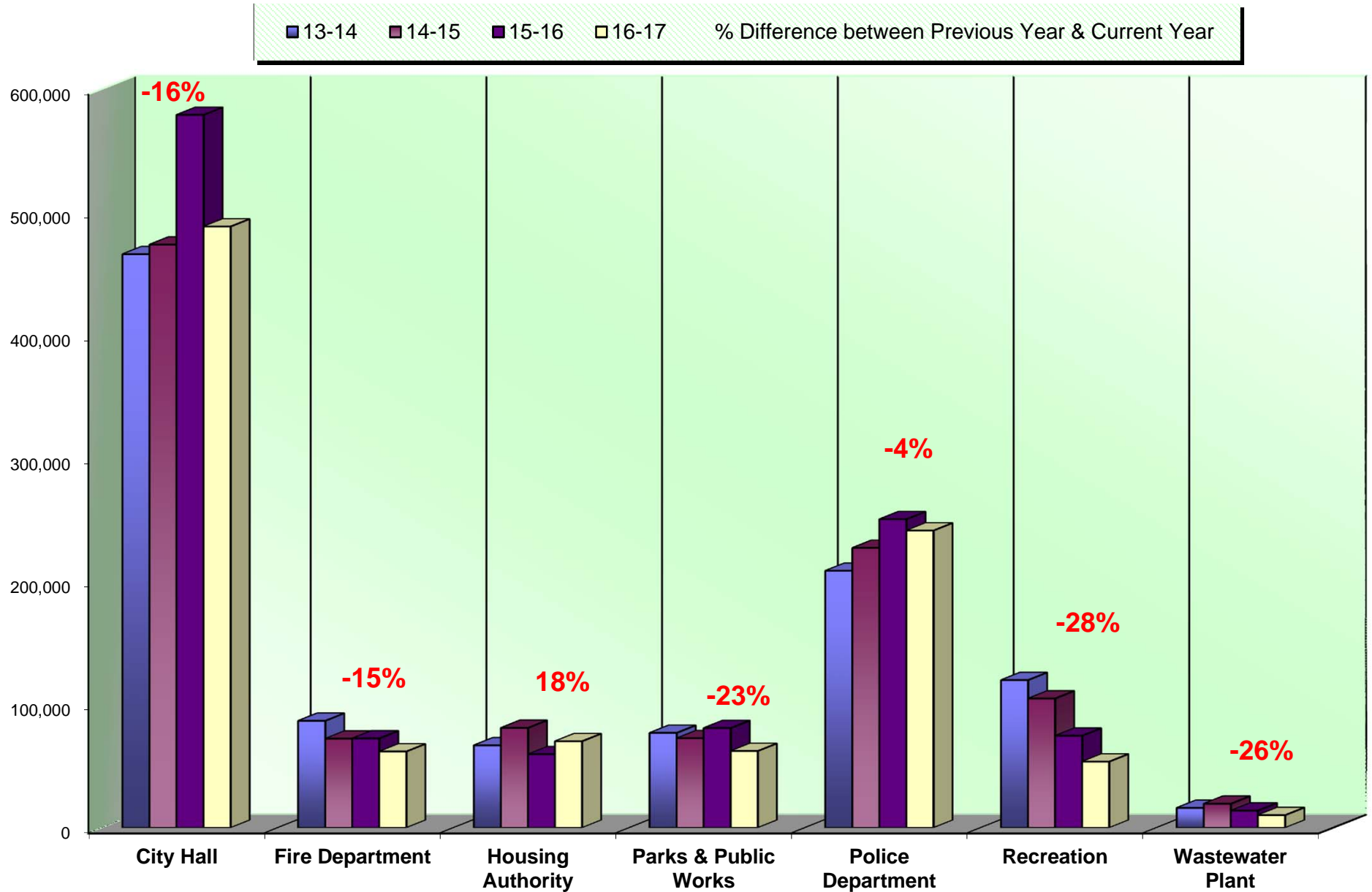
Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
Biddeford City Hall	City Clerk's Office	HP Laser Jet P3015	VND3F87532	AXIS	07/2008
Biddeford City Hall	Council Chambers	Konica Minolta BH20	A32R012001506	KMBS	08/2010
Biddeford City Hall	Finance Department	HP Laser Jet P3015	VND3F87538	AXIS	07/2008
Biddeford City Hall	Finance Office	HP Laser Jet P3015	VND3F87539	AXIS	07/2008
Biddeford City Hall	MVR3 Room - STORAGE	HP Laser Jet P3015	VND3F87542	AXIS	07/2008
Biddeford City Hall	MVR3 Room - STORAGE	HP Laser Jet P3015	VND3F82493	AXIS	07/2008
Biddeford City Hall	Personnel	HP Laser Jet P3015	VND3F87540	AXIS	07/2008
Biddeford City Hall	Room 204 - Computer Room	HP Laser Jet P3015	VND3F87541	AXIS	07/2008
Biddeford Police Dept	Dispatch	Konica Minolta BH20	A32R012009424	KMBS	08/2010
Biddeford Rec Dept	Main Office	HP Laser Jet 4250	CNRXS25925	AXIS	01/2004

Warranty Replaced Machines

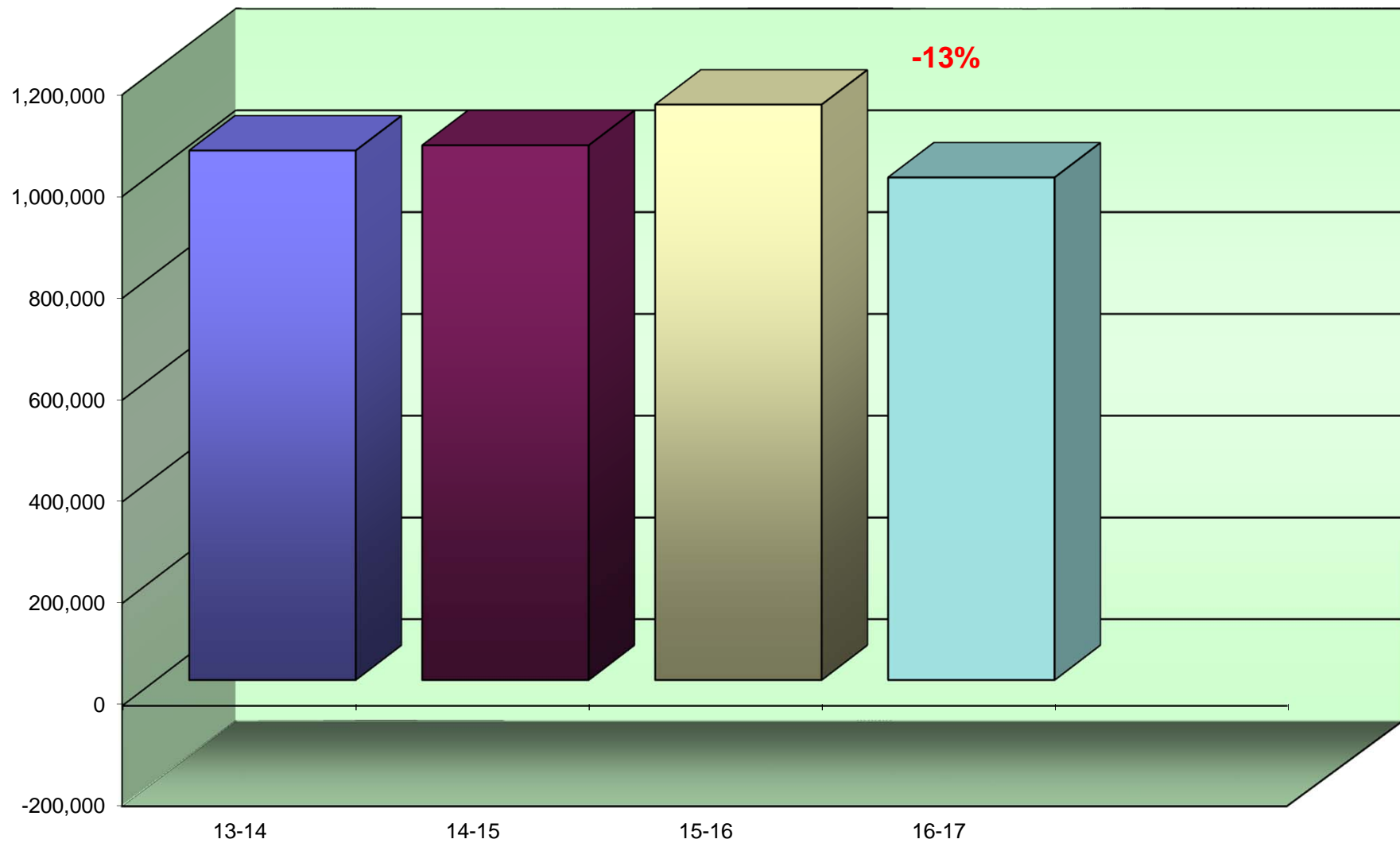
The following copiers or printers have been replaced by the vendor under the service warranty agreement.

Building	Department / Room	Make Model	Serial #	Vendor Id #	Date of Trade
Biddeford Rec Dept	Main Office	HP Laser Jet P3015	VND3F87549		10/5/2016

Annual Black Volume by Building

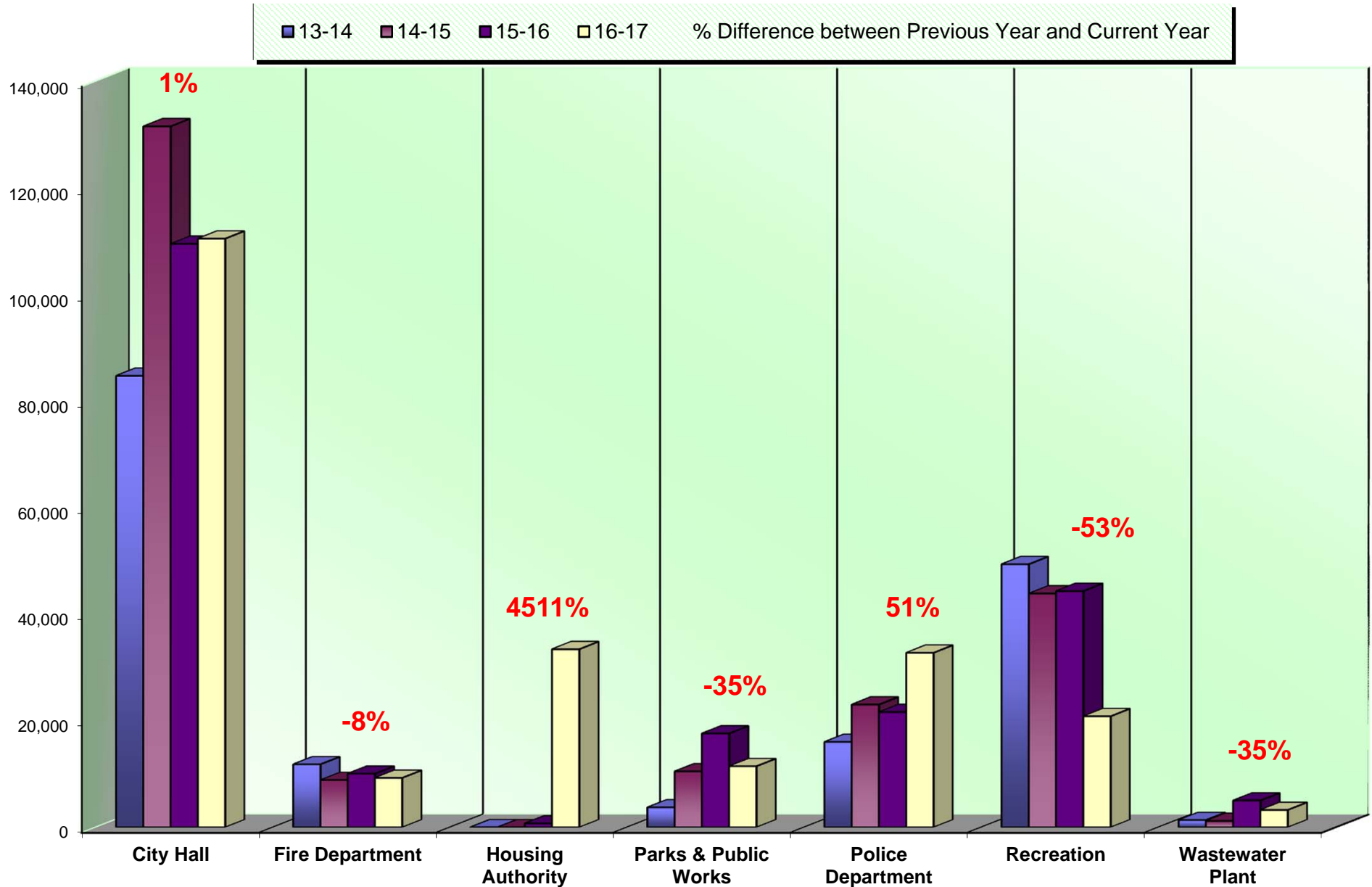


Annual Black Volume Overall

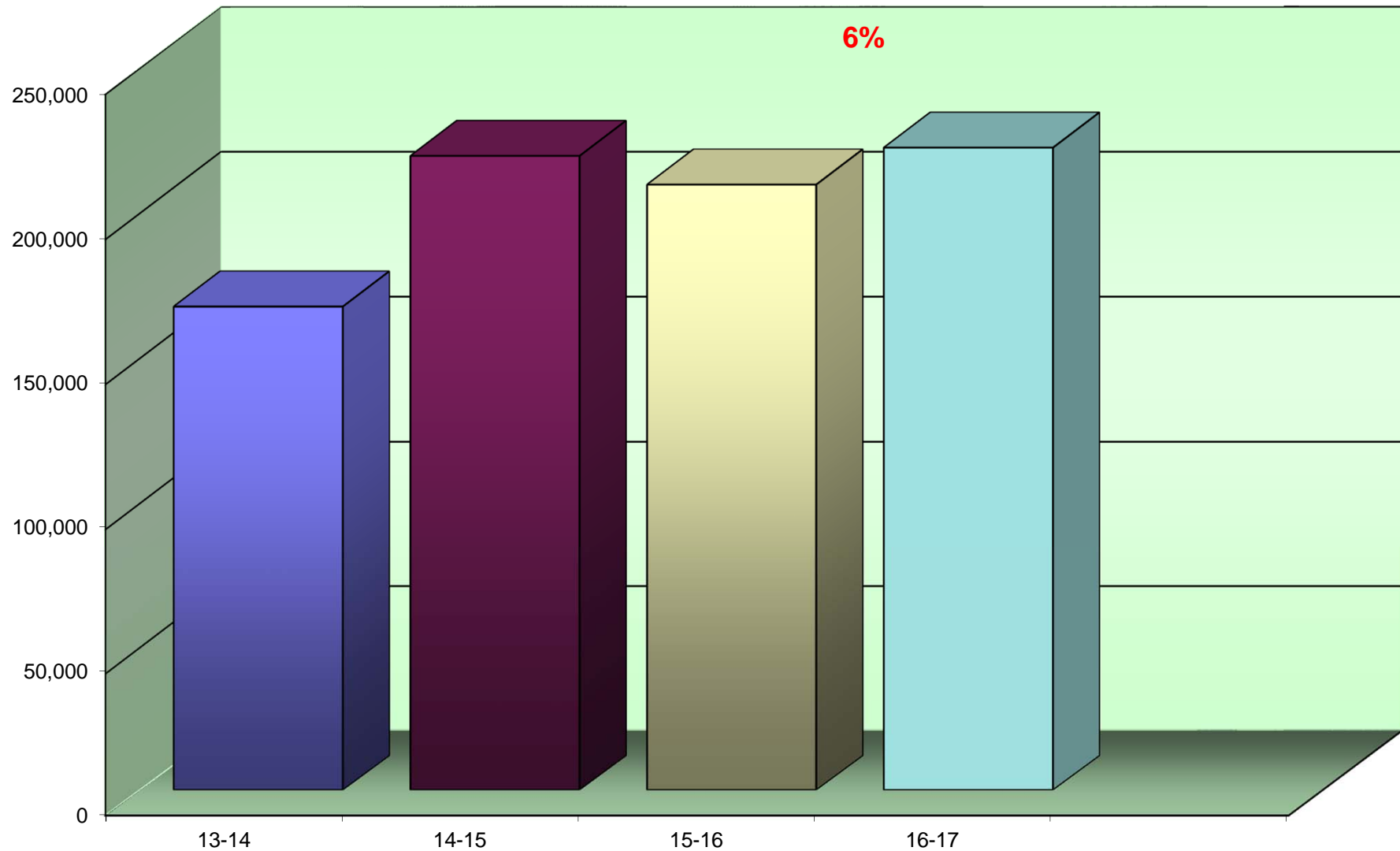


% amount equals the overall increase or decrease between Previous Year and Current Year

Annual Color Volume by Building

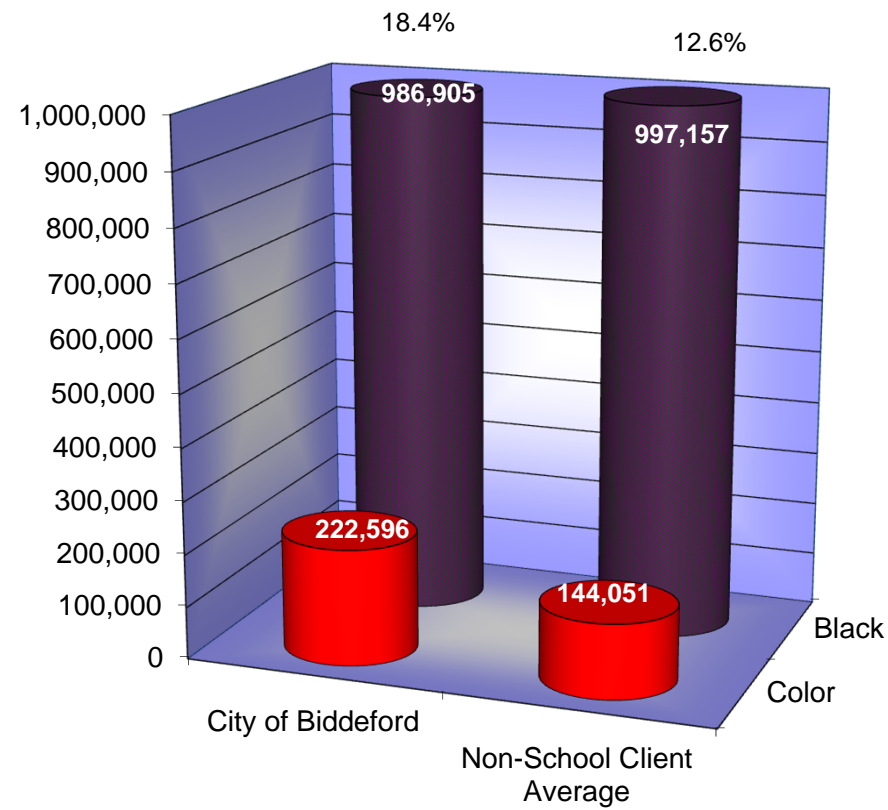


Annual Color Volume Overall



% amount equals the overall increase or decrease between Previous Year and Current Year

Color to Total Volume Percentage



Usage Profile for Service & Supplies

The usage analysis shown here provides an overview of the usage of each piece of equipment currently under contract and monitored by SPC. Projected Volume comparison is based on projected volume figured on your most recent Five-Year Equipment Replacement Schedule.

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>	<i>7/1/2016</i> <i>Meter</i>	<i>6/30/2017</i> <i>Meter</i>	<i>2016-17</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Date of Last Upgrade: 8/2/2015</i> <i>Recommendations</i>
BIDDEFORD CITY HALL					
City Clerk					
Konica Minolta BHC454E / 45 PPM A5C0011023468 / 9355 6896 1,000,000 / 11/2013 Color Photocopier	87,763	160,833	73,070	\$0.003230 \$236.02 \$0.05045 \$1,042.15	None at this time.
KMBS					
City Clerk's Office					
HP Laser Jet P3015 / 42 PPM VND3F87532 / 200,000 / 07/2008 Black Network Printer	16,425	28,683	12,258	\$0.012500 \$153.23 \$0.00000 \$0.00	9 years from Intro.
AXIS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 8/2/2015</i>
<i>Vendor</i>	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
BIDDEFORD CITY HALL					
Code Enforcement					
Konica Minolta BHC454E / 45 PPM	36,266	78,274	42,008	\$0.003230	None at this time.
A5C0011023313 / 9356 4795				\$135.69	
1,000,000 / 11/2013	11,768	21,122	9,354	\$0.05045	
Color Photocopier				\$471.91	
KMBS					
Council Chambers					
Konica Minolta BH20 / 32 PPM	12,553	13,569	1,016	\$0.031560	7 years from Intro.
A32R012001506 / 8802 5127				\$32.06	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Engineering 3rd Floor					
Konica Minolta BHC554 / 55 PPM	47,603	76,476	28,873	\$0.003230	None at this time.
A5AY011014819 / 9355 6898				\$93.26	
3,000,000 / 08/2012	24,123	48,544	24,421	\$0.05045	
Color Photocopier				\$1,232.04	
KMBS					

Date of Last Upgrade: 8/2/2015				
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost Recommendations
BIDDEFORD CITY HALL				
Finance Department				
HP Laser Jet P3015 / 42 PPM VND3F87538 / 200,000 / 07/2008 Black Network Printer	26,280 0	51,296 0	25,016 0	\$0.012500 \$312.70 \$0.00000 \$0.00
AXIS				
Finance Office				
HP Laser Jet P3015 / 42 PPM VND3F87539 / 200,000 / 07/2008 Black Network Printer	94,170 0	166,198 0	72,028 0	\$0.012500 \$900.35 \$0.00000 \$0.00
AXIS				
Konica Minolta BH554E / 55 PPM A61D011005820 / 9355 6889 3,000,000 / 10/2013 Black Photocopier	66,934 0	129,820 0	62,886 0	\$0.003230 \$203.12 \$0.00000 \$0.00
KMBS				

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 8/2/2015</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
BIDDEFORD CITY HALL					
Mayor's Office					
Konica Minolta BHC454E / 45 PPM	59,281	116,685	57,404	\$0.003230	None at this time.
A5C0011023516 / 9355 6894				\$185.41	
1,000,000 / 11/2013	8,063	19,590	11,527	\$0.05045	
Color Photocopier				\$581.54	
KMBS					
MVR3 Room - STORAGE					
HP Laser Jet P3015 / 42 PPM	894	894	0	\$0.012500	9 years from Intro.
VND3F87542 /				\$0.00	
200,000 / 07/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
HP Laser Jet P3015 / 42 PPM	938	938	0	\$0.012500	9 years from Intro.
VND3F82493 /				\$0.00	
200,000 / 07/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 8/2/2015</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>	<i>7/1/2016</i>	<i>6/30/2017</i>	<i>2016-17</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Annual Volume</i>	<i>Annual Cost</i>	<i>Recommendations</i>
BIDDEFORD CITY HALL					
<i>Personnel</i>					
HP Laser Jet P3015 / 42 PPM	10,950	20,736	9,786	\$0.012500	9 years from Intro.
VND3F87540 /				\$122.33	
200,000 / 07/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
<i>Room 107 - Welfare</i>					
Konica Minolta BHC454E / 45 PPM	28,920	44,278	15,358	\$0.003230	None at this time.
A5C0011023522 / 9356 4793				\$49.61	
1,000,000 / 11/2013	9,958	18,017	8,059	\$0.05045	
Color Photocopier				\$406.58	
KMBS					
<i>Room 204 - Computer Room</i>					
HP Laser Jet P3015 / 42 PPM	6,935	10,959	4,024	\$0.012500	9 years from Intro.
VND3F87541 /				\$50.30	
200,000 / 07/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 8/2/2015</i>
	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
BIDDEFORD CITY HALL					
<i>Room 207 - Asessor's Office 2nd Floor</i>					
Konica Minolta BHC454E / 45 PPM	23,830	47,229	23,399	\$0.003230	None at this time.
A5C0011023385 / 9355 6891				\$75.58	
1,000,000 / 11/2013	13,270	26,328	13,058	\$0.05045	
Color Photocopier				\$658.78	
KMBS					
<i>Room 209 - Planning 2nd Floor</i>					
Konica Minolta BHC554 / 55 PPM	45,674	89,767	44,093	\$0.003230	None at this time.
A5AY011013899 / 9355 6907				\$142.42	
3,000,000 / 08/2012	28,535	51,931	23,396	\$0.05045	
Color Photocopier				\$1,180.33	
KMBS					
<i>Tax Collectors Office</i>					
Konica Minolta BH4050 / 42 PPM	24,107	41,099	16,992	\$0.003230	None at this time.
A6VF011008574 / 8802 1685				\$54.88	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
<i>Subtotals Black</i>			488,211	\$2,746.95	
<i>Subtotals Color</i>			110,472	\$5,573.31	

Date of Last Upgrade: 8/2/2015						
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations	
BIDDEFORD FIRE DEPT						
Admin Office						
Konica Minolta BH554E / 55 PPM A61D011006419 / 9355 6892 3,000,000 / 10/2013 Black Photocopier	14,009	30,854	16,845	\$0.003230 \$54.41 \$0.00000 \$0.00	None at this time.	
KMBS						
Chief's Office						
Konica Minolta BHC454E / 45 PPM A5C0011023325 / 9355 6897 1,000,000 / 11/2013 Color Photocopier	58,549	103,420	44,871	\$0.003230 \$144.93 \$0.05045 \$475.24		None at this time.
KMBS						
Subtotals Black						
Subtotals Color						

Date of Last Upgrade: 8/2/2015				
Make-Model / Speed				
Serial Number / Vendor ID			2016-17	
Life / Intro Date	7/1/2016	6/30/2017	Annual	Cost/Copy
Vendor	Meter	Meter	Volume	Annual Cost
Recommendations				
BIDDEFORD HOUSING AUTH				
Main Office				
Konica Minolta BHC454E / 45 PPM	59,572	129,559	69,987	\$0.003230
A5C0011023480 / 9356 4794				\$226.06
1,000,000 / 11/2013	801	34,463	33,662	\$0.05045
Color Photocopier				\$1,698.25
KMBS				
Subtotals Black			69,987	\$226.06
Subtotals Color			33,662	\$1,698.25

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 8/2/2015</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>	<i>7/1/2016</i>	<i>6/30/2017</i>	<i>2016-17</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Annual</i>	<i>Annual Cost</i>	<i>Recommendations</i>
BIDDEFORD POLICE DEPT					
1st Floor Hall					
Konica Minolta BHC554 / 55 PPM	80,392	155,767	75,375	\$0.003230	None at this time.
A5AY011014823 / 9356 4791				\$243.46	
3,000,000 / 08/2012	6,646	17,805	11,159	\$0.05045	
Color Photocopier				\$562.97	
KMBS					
1st Floor Records					
Konica Minolta BHC454E / 45 PPM	65,476	150,274	84,798	\$0.003230	None at this time.
A5C0011023149 / 9355 6888				\$273.90	
1,000,000 / 11/2013	6,611	12,610	5,999	\$0.05045	
Color Photocopier				\$302.65	
KMBS					
Chiefs Office					
Konica Minolta BHC454E / 45 PPM	40,312	69,774	29,462	\$0.003230	None at this time.
A5C0011023489 / 9355 6893				\$95.16	
1,000,000 / 11/2013	2,955	11,687	8,732	\$0.05045	
Color Photocopier				\$440.53	
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 8/2/2015</i>
	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
BIDDEFORD POLICE DEPT					
<i>Det. Office 2nd Floor</i>					
Konica Minolta BHC454E / 45 PPM	35,196	61,882	26,686	\$0.003230	None at this time.
A5C0011023548 / 9355 6890				\$86.20	
1,000,000 / 11/2013	5,875	12,973	7,098	\$0.05045	
Color Photocopier				\$358.09	
KMBS					
<i>Dispatch</i>					
Konica Minolta BH20 / 32 PPM	106,194	131,042	24,848	\$0.031560	7 years from Intro.
A32R012009424 / 9355 6807				\$784.20	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
<i>Subtotals Black</i>			241,169	\$1,482.92	
<i>Subtotals Color</i>			32,988	\$1,664.24	

<i>Make-Model / Speed</i>					<i>Date of Last Upgrade: 8/2/2015</i>
<i>Serial Number / Vendor ID</i>			<i>2016-17</i>		
<i>Life / Intro Date</i>	<i>7/1/2016</i>	<i>6/30/2017</i>	<i>Annual</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Volume</i>	<i>Annual Cost</i>	<i>Recommendations</i>
BIDDEFORD PUBLIC WORKS					
Garage Office					
HP Color Laser Jet M651dn / 45 PPM	9,125	17,489	8,364	\$0.012500	None at this time.
JPCCH5T134 /				\$104.55	
1,000,000 / 04/2014	3,650	6,232	2,582	\$0.13761	
Color Network Printer				\$355.31	
AXIS					
Main Office					
Konica Minolta BHC454E / 45 PPM	71,691	125,421	53,730	\$0.003230	None at this time.
A5C0011023485 / 9355 6895				\$173.55	
1,000,000 / 11/2013	14,268	23,323	9,055	\$0.05045	
Color Photocopier				\$456.82	
KMBS					
Subtotals Black			62,094	\$278.10	
Subtotals Color			11,637	\$812.13	

<i>Make-Model / Speed</i>					<i>Date of Last Upgrade: 8/2/2015</i>	
<i>Serial Number / Vendor ID</i>			<i>2016-17</i>			
<i>Life / Intro Date</i>			<i>Annual</i>		<i>Cost/Copy</i>	
<i>Vendor</i>	<i>7/1/2016</i>	<i>6/30/2017</i>	<i>Volume</i>	<i>Annual Cost</i>	<i>Recommendations</i>	
BIDDEFORD REC DEPT						
50 Plus Club						
HP Color Laser Jet M451dn / 21 PPM	26,566	38,929	12,363	\$0.012500	None at this time.	
CNC8DCSS78 /				\$154.54		
500,000 / 02/2012	11,089	14,138	3,049	\$0.13761		
Color Network Printer				\$419.57		
AXIS						

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>	<i>7/1/2016</i> <i>Meter</i>	<i>6/30/2017</i> <i>Meter</i>	<i>2016-17</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Date of Last Upgrade: 8/2/2015</i> <i>Recommendations</i>
BIDDEFORD REC DEPT					
Main Office					
HP Laser Jet 4250 / 45 PPM CNRXS25925 / 1,000,000 / 01/2004 Black Network Printer	48,935 0	59,173 0	10,238 0	\$0.012500 \$127.98 \$0.00000 \$0.00	13 years from Intro.
AXIS					
HP Laser Jet P3015 / 42 PPM VND3F87549 / 200,000 / 07/2008 Black Network Printer	11,680 0	16,252 0	4,572 0	\$0.012500 \$57.15 \$0.00000 \$0.00	Traded
AXIS					
Konica Minolta BHC554 / 55 PPM A5AY011013876 / 9355 9606 3,000,000 / 08/2012 Color Photocopier	53,439 40,913	79,783 58,975	26,344 18,062	\$0.003230 \$85.09 \$0.05045 \$911.23	None at this time.
KMBS					
Subtotals Black			53,517	\$424.75	
Subtotals Color			21,111	\$1,330.80	

Date of Last Upgrade: 8/2/2015				
Make-Model / Speed	Serial Number / Vendor ID	Life / Intro Date	2016-17	
Vendor	7/1/2016	6/30/2017	Annual	Cost/Copy
	Meter	Meter	Volume	Annual Cost
Recommendations				
BIDDEFORD WASTEWATER PLANT				
Main Office				
Konica Minolta BHC454E / 45 PPM	13,960	24,171	10,211	\$0.003230
A5C0011023432 / 9355 6921				\$32.98
1,000,000 / 11/2013	5,197	8,503	3,306	\$0.05045
Color Photocopier				\$166.79
KMBS				
Subtotals Black			10,211	\$32.98
Subtotals Color			3,306	\$166.79

<i>City Wide Black Totals</i>	986,905	\$5,391.11
<i>City Wide Color Totals</i>	222,596	\$11,720.77

SPC Service & Supply Cost Savings

These tables compare your equipment cost per copy for service and supplies (black prints or copies only) before becoming an SPC client on 5/1/2001 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual 2016-17 fiscal year black print usage. The second table represents your annual and five-year cost savings compared to your previous cost per copy rate.

BEFORE SPC

Current Volume	PriorCPC	Average Annual Cost
986,905	\$0.01917	\$18,918.97

CURRENTLY WITH SPC

Current Volume	Current CPC	Current Cost	Cost Savings	5 Year Savings
986,905	\$0.00546	\$5,388.50	\$13,530.47	\$67,652.34

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$13,530.47 x 16 years as a Client

=\$216,487.48 Cost Savings!

Projected Equipment Costs by Building - Black

This table represents projected expenses for BLACK prints or copies by building based on recent activity. Approximate current paper case costs and averaged current annual lease payment are figured in to provide budget information for the upcoming fiscal year.

Building	Projected Black Volume	Projected Black Usage Cost	Approx.Paper Cost	Average Annual Equipment Cost	Total Projected Black Usage Cost
Biddeford City Hall	488,211	\$2,813.79	\$2,422.50	\$17,781.17	\$23,017.46
Biddeford Fire Dept	61,716	\$204.28	\$306.23	\$2,247.76	\$2,758.28
Biddeford Housing Auth	69,987	\$231.66	\$347.28	\$2,549.00	\$3,127.93
Biddeford Police Dept	241,169	\$1,519.11	\$1,196.68	\$8,783.63	\$11,499.42
Biddeford Public Works	62,094	\$284.91	\$308.11	\$2,261.53	\$2,854.55
Biddeford Rec Dept	53,517	\$435.01	\$265.55	\$1,949.15	\$2,649.71
Biddeford Wastewater Plant	10,211	\$33.80	\$50.67	\$371.90	\$456.36
Total	986,905	\$5,522.55	\$4,897.02	\$35,944.14	\$46,363.71

SPC Equipment Bids:

*Presently our bids are coming in between **15% to 23%** of Retail while the current Salesman's Cost is 50% of Retail. For Example: An 85 CPM Toshiba e-Studio 8508 RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print 85 Copies per Minute with a Retail Cost of \$41,564 is coming in at **\$6,575....16% of Retail!** Our prices are negotiated and supported directly by the manufacturer.*

Projected Equipment Costs by Building - Color

This table represents projected expenses for COLOR prints or copies by building based on recent activity. Current paper case costs and current annual lease payment are NOT figured in to this table, as they are covered in the Black prints report.

Building	Projected Color Volume	Service & Supply Cost
Biddeford City Hall	110,472	\$5,706.98
Biddeford Fire Dept	9,420	\$486.64
Biddeford Housing Auth	33,662	\$1,738.98
Biddeford Police Dept	32,988	\$1,704.16
Biddeford Public Works	11,637	\$831.61
Biddeford Rec Dept	21,111	\$1,362.72
Biddeford Wastewater Plant	3,306	\$170.79
<i>Total</i>	222,596	\$12,001.88

Service & Supply Usage Profile by Vendor - Black

This table represents actual expenses for BLACK prints or copies by vendor for the current year along with projected service & supply expenses for the upcoming fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. **Current year's increase is 2.4%.**

Vendor	Equipment Type	Annual Volume	2016- 2017 Cost / Copy	Total Cost	2017- 2018 Cost / Copy	Projected Cost
Axis Business Solutions	Black Network Printer	137,922	\$0.01250	\$1,724.03	\$0.01280	\$1,765.40
Axis Business Solutions	Color Network Printer	20,727	\$0.01250	\$259.09	\$0.01280	\$265.31
Konica-Minolta Business Solutions	Black Laser MFP	16,992	\$0.00323	\$54.88	\$0.00331	\$56.24
Konica-Minolta Business Solutions	Black Laser MFP	25,864	\$0.03156	\$816.27	\$0.03232	\$835.92
Konica-Minolta Business Solutions	Black Photocopier	79,731	\$0.00323	\$257.53	\$0.00331	\$263.91
Konica-Minolta Business Solutions	Color Photocopier	705,669	\$0.00323	\$2,279.31	\$0.00331	\$2,335.76
Total		986,905	\$0.00546	\$5,391.11	\$0.00560	\$5,522.55

Service & Supply Usage Profile by Vendor - Color

This table represents actual and projected expenses for COLOR prints or copies by vendor for the current and next fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. **Current year's increase is 24%.**

Vendor	Equipment Type	Annual Volume	2016- 2017 Cost / Copy	Total Cost	2017- 2018 Cost / Copy	Projected Cost
Axis Business Solutions	Color Network Printer	5,631	\$0.13761	\$774.88	\$0.14091	\$793.46
Konica-Minolta Business Solutions	Color Photocopier	216,965	\$0.05045	\$10,945.88	\$0.05166	\$11,208.41
Total		222,596	\$0.05265	\$11,720.77	\$0.05392	\$12,001.88

Reprographic Equipment Assessment

This chart provides the status of your equipment and details of your current lease, if any. *

Total Number of Units	31
Total Number of Units on Lease	28
Total Number of Units Owned	3
Lease Company	Northway Lease
Lease Start Date	8/2/2015
Lease End Date	8/1/2020
Term	5 Annual
Annual Payment usually due on 8/1	\$35,944.14
Remaining Payments	3

**The determination on the lease has no bearing on Service & Supply and Warranty Contracts.*

Leased Equipment

Building	Make/Model	Serial Number
Biddeford City Hall	Konica Minolta BHC454E	A5C0011023516
Biddeford City Hall	Konica Minolta BHC454E	A5C0011023313
Biddeford City Hall	HP Laser Jet P3015	VND3F87539
Biddeford City Hall	HP Laser Jet P3015	VND3F87538
Biddeford City Hall	HP Laser Jet P3015	VND3F82493
Biddeford City Hall	HP Laser Jet P3015	VND3F87540
Biddeford City Hall	HP Laser Jet P3015	VND3F87542
Biddeford City Hall	Konica Minolta BHC454E	A5C0011023522
Biddeford City Hall	HP Laser Jet P3015	VND3F87541
Biddeford City Hall	Konica Minolta BHC554	A5AY011013899
Biddeford City Hall	Konica Minolta BH4050	A6VF011008574
Biddeford City Hall	HP Laser Jet P3015	VND3F87532
Biddeford City Hall	Konica Minolta BHC454E	A5C0011023468
Biddeford City Hall	Konica Minolta BHC454E	A5C0011023385
Biddeford City Hall	Konica Minolta BHC554	A5AY011014819
Biddeford City Hall	Konica Minolta BH554E	A61D011005820
Biddeford Fire Dept	Konica Minolta BH554E	A61D011006419
Biddeford Fire Dept	Konica Minolta BHC454E	A5C0011023325
Biddeford Housing Auth	Konica Minolta BHC454E	A5C0011023480
Biddeford Police Dept	Konica Minolta BHC554	A5AY011014823
Biddeford Police Dept	Konica Minolta BHC454E	A5C0011023489
Biddeford Police Dept	Konica Minolta BHC454E	A5C0011023548
Biddeford Police Dept	Konica Minolta BHC454E	A5C0011023149
Biddeford Public Works	Konica Minolta BHC454E	A5C0011023485
Biddeford Public Works	HP Color Laser Jet M651dn	JPCCH5T134
Biddeford Rec Dept	HP Laser Jet 4250	CNRXS25925
Biddeford Rec Dept	Konica Minolta BHC554	A5AY011013876
Biddeford Wastewater Plant	Konica Minolta BHC454E	A5C0011023432

Owned Equipment

Building	Make/Model	Serial Number
Biddeford City Hall	Konica Minolta BH20	A32R012001506
Biddeford Police Dept	Konica Minolta BH20	A32R012009424
Biddeford Rec Dept	HP Color Laser Jet M451dn	CNC8DCSS78



Service and Supply Contract - Client

Specialized Purchasing Consultants ("SPC") hereby contracts with _____ ("Client") to provide comprehensive services, supplies, and maintenance to equipment described on Schedule A ("Equipment") using the Contracted Vendor shown below at a cost per print shown on said Schedule A, commencing on _____ and terminating on June 30, _____. This Service and Supply Contract ("Contract") shall exclude only the cost of paper, transparencies, and staples. Refer to Schedule A for Additional Provisions, if any.

SPC assumes responsibility for all billing and vendor payment. SPC shall invoice Client one-half of the annual projected number of pages multiplied by the cost per print listed on Schedule A. This semi-annual billing will take place July 1 and January 1. Actual meter reads will be collected by SPC either electronically or from Client staff during the month of June. A final Reconciliation spreadsheet and invoice will then be completed and sent to client. Upon payment of each billing invoice during the year, SPC will reimburse Contracted Vendor appropriately. Client is responsible for making payment in full within 30 days of said invoicing to avoid suspension of supplies by Contracted Vendor.

On July 1 of each calendar year during the afore-mentioned term, SPC shall credit Client any unused prepaid pages to Client if fewer copies were made by Client during the Contract period ending on or before June 30 annually than were originally estimated under this Contract for such period. If more pages were consumed than billed in the combined semi-annual billing, an overage invoice will be generated. Following semi-annual billing will be based on previous year volume.

On July 1 of each calendar year during the term of this Contract, SPC, at its option, may increase such costs per print under this Service and Supply Contract by 5% or by a percentage equal to the increase during the immediately preceding 12-month period of "The Consumer Price Index for All Urban Consumers (CPI-U) for the U.S. City Average for All Items, 1982-84 = 100," whichever is less.

Client may terminate Contract at any time with a 30-day written notice. Client will be required to provide final meter reads on all Equipment listed on Schedule A, including those added during the Contract term. Any credits owed to Client after reconciling actual usage versus projected will be paid to Client. Client must return any unused consumables to Contracted Vendor.

**AGREED AND ACCEPTED BY:
Specialized Purchasing Consultants**

By: Skip Tilton

Title: President/Owner

Date: _____

Signature: _____

**AGREED AND ACCEPTED BY:
Client**

By: _____

Title: _____

Date: _____

Signature: _____

Named Contracted Vendor: Vendor

Warranty

Vendor ("Contracted Vendor") hereby warrants to _____ ("Client") that, if any such Equipment described on Schedule B attached hereto malfunctions through no fault of Client during the term commencing on _____ and terminating on June 30, _____, and such Equipment cannot be repaired promptly, Contracted Vendor, *through Specialized Purchasing Consultants*, will replace such Equipment with equipment which is equal to or superior in quality and capabilities to the Equipment being replaced, at no cost to Client. Refer to Schedule B for Additional Provisions to this Warranty.

The only exclusions to this Warranty are as follows:

1. This Warranty will expire for an item of Equipment when the Warranty Life of such item of Equipment in number of copies, as shown on Schedule B attached hereto, is exceeded;
2. This Warranty will expire for an item of Equipment at the date which is ten years after such Equipment was first offered for sale or lease by the manufacturer as shown on Schedule B attached hereto.

AGREED AND ACCEPTED BY:
Vendor

By: _____

Title: _____

Date: _____

Signature: _____

AGREED AND ACCEPTED BY:
Client

By: _____

Title: _____

Date: _____

Signature: _____

StarDoc User Names

Name	User Name
Bill Gooch	gooch@bpd.net
Jerry Gerlach	jgerlach@biddefordmaine.org
Mike Wilson	mwilson@biddefordmaine.org

*If you need to verify your password or if you need to add users, please contact Alex Webster at awebster@spccopypro.com



2012

STARDOC created

- Live Floor Plans - Allows IT administrators to move devices around on their own floor plans.

2013

Daily Tracking

- Meters gathered daily to track usage
- Daily adjusts projected annual volumes for fiscal year

2014

Monthly Audits

- Allows user to see monthly snapshot of current usage and estimated projections

2015

New Mapping Options & Asset Management

- Allows mapping of other IT devices (Wireless Access Points, IP Camera, Projectors, VOIP phones)
- IT Asset Management tracks all IT purchases, warranty expirations, etc.



- **Cost Projection by Department or Building** - Who Benefits? Accounts Payable, Business Manager and Superintendent
 - Allows you to formulate next year's budgets as early as December
 - Allows you to see the projected usage bill in advance
 - Tabulate total budgets and total costs district wide
 - Volume or cost pages allow you to pinpoint specific machines on the floor plans
 - Timeline - allowing you to go back to see how your budget compares to previous years
- **Map your devices on Floorplans** - Who Benefits? Business Manager, IT
 - Identifies detailed information (IP address, serial number, vendor ID, CPC, consumed volume, toner and service alerts)
 - Device information tab will allow you to easily access the web interface of the printer/copier
 - Non-Reporting device listing for devices that haven't reported for more than 2 weeks
 - Asset Management (Servers, Wireless Access Points, IP Cameras, Projectors, Apple TV's)
- **Floor Plans Admin** - Who Benefits? Business Manager and IT
 - Allows IT and Business Manager to move devices around on Floor Plan
 - Paper trail of device locations after summer break
 - Will show Previous Devices, Present Equipment and Proposed Equipment

- **Contacts Page** - Who Benefits? Business Manager and IT
 - Control Access and Permissions to Star Doc
 - Toggle Email all (Toner, Service Monthly Audits)
- **Device Listing Page** - Who Benefits? Business Manager and IT
 - Centralized location for detailed information of District's assets
 - Exportable device listing to Excel or PDF
 - Tracks additional non-contract devices
 - IP Addresses and MAC addresses automatically imported
 - Strikethrough on machines that have been removed
- **Monthly Audits** - Who Benefits? Business Manager and Superintendent
 - Monthly Cost Snapshot
 - Shows amount of devices not reporting to help improve accuracy of projections
- **Timeline:** Who Benefits? Business Manager
 - Track historical volume and cost per building
- **"Last Sync Date"** Who Benefits? IT Manager
 - Shows the last time that FMAudit synced for that client



Benefits of partnering with SPC

Top Benefits to **our CLIENTS**:

1. Cooperative Buying

By definition, is a model that allows a group of buyers with a common interest to pool their buying power in order to negotiate more favorable pricing and better service. SPC's model allows you to pick your preferred vendor!

- SPC's pricing is so strong ***we pay for our own fee*** by acquiring prices lower than what you can do on your own.
- We will ***save you money*** benefiting from the combined purchasing power of more than 70 clients with over 4,100 devices doing more than 255 million copies and prints per year. In 2016 we purchased approximately 1,070 printing devices, with over 83 million prints out to bid.
- We will ***save you time*** by preparing your bid, negotiating with vendors/manufacturers, presenting a total bid analysis and managing the implementation.
- We will ***save you frustration***. We manage your contracts for up to five years from the date of installation.

2. Exclusive STARDoc Software

- Maps all devices and sets up "Interactive Live Floor Plans" of all printing devices, showing you a Before and After Upgrade look; provides a visual for all decision makers over the next five years.
- STAR Doc studies your printing habits and is able to predict your year-end cost months in advance, before you receive your year-end reconciliation invoice.
- Sets up your next year's budget at the click of a mouse.

3. Simplified Billing Program

- Removes the confusion out of billing.
- Eliminates variety of invoices from multiple vendors that come annually and/or quarterly.
- With SPC's Simplified Billing Program, TWO invoices are sent each year from ONE billing source.
- Reconciles all of your devices at the end of the year: You pay only for what you use; no minimums.

4. Five-Year Equipment Replacement Schedule

- SPC's staff surveys key locations that determine life of existing equipment.
- Specs out new equipment needed: Does not allow vendors to undersize during the bidding process.
- Manages the entire bid process down to the install.

5. Annual Report

- A crucial document that extends the life of your equipment, often getting 8 to 10 years of guaranteed performance! Flags copying trends within your organization such as over usage
- You get an overview of your current equipment situation, reports associated with copying and printing costs and, if needed, recommendations for addressing situations posing a problem

6. Vendor Neutral

- SPC does not recommend just one brand; we suggest what's best for you with serviceability in mind.
- We present you with the bid results and offer recommendations, yet the decision is yours to make.

SPC has been serving their clients since 1988, saving millions of dollars along the way.

Based on current actual volumes and CPCs, SPC has generated

Annual Savings of more than \$2.3 million for all of our clients.

That translates into Savings of more than \$11.6 million over five years!



SPC Values Our Vendors

Overall Benefits to our VENDORS

- Opportunities brought to you – Hundreds of machines each year: *In 2016 there were over a thousand.*
- SPC is well respected in the industry
- SPC values our vendors and speaks highly of them to our clients.
- National Contracts that are all negotiated with the manufacturers at your disposal

Vendor Benefits Pre-Bid & During the Bid Process

- Sharing of previous bid results that help you to negotiate with your manufacturers.
- On-Site Survey of client requirements including mapping all devices.
- Writing of the *Five-Year Equipment Replacement Schedule* (Bid Specs).
- Controls the Bid Specs (Not allowing any vendor to underbid or offer discontinued equipment).
- A chance to sell your 'Value Add' directly to our clients after the bids are in. Customer has the right to pay more than low bid.

Vendor Benefits Before & During Installation

- Digital Needs Analysis: Matching up the machine to installation site.
- Schedule and coordinate Vendor meeting with Client.
- Cover the cost of ESP surge protectors, electrical wiring, computer interface and any unexpected cost!
- Manage installation.
- Audit installation.
- Capture final meter reads for old contracts.
- Close books on old devices & contracts.

Vendor Ongoing Support

- Yearly meter reads.
- Simplified Billing: SPC collects service funds for the Vendor.
- Collection of all meter reads annually and reconciling them with the Client and Vendor.
- STAR Doc: **S**ystem for **T**racking **A**nd **R**eporting **D**ocuments...Manages the budget.
- Annual Reports that flag machines that are being overused and underused thus improving reliability.
- Mediating warranty issues in sensitive locations.

Why do some vendors hesitate to bid?

- Vendors worry that bidding will reduce their margins.
- If word gets out on pricing, they feel that their other customers will call and ask for similar prices.
- Lose control of their account as winning bidder may beat their pricing.
- SPC bids are designed to keep specs equal for all, no chance of providing a lesser piece of equipment.

SPC manages over 4,100 pieces of equipment;
Our relationship with our vendors has never been stronger!